

Building Missouri's Legacy

REVENUE BOND PROJECT

Long Branch State Park

MISSOURI STATE PARKS

Missouri Department of Natural Resources

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01/21





Improved campsites include concrete pads, 50-amp electric, sewer and water hookups.



Long Branch State Park CAMPGROUND UPGRADE PROJECT

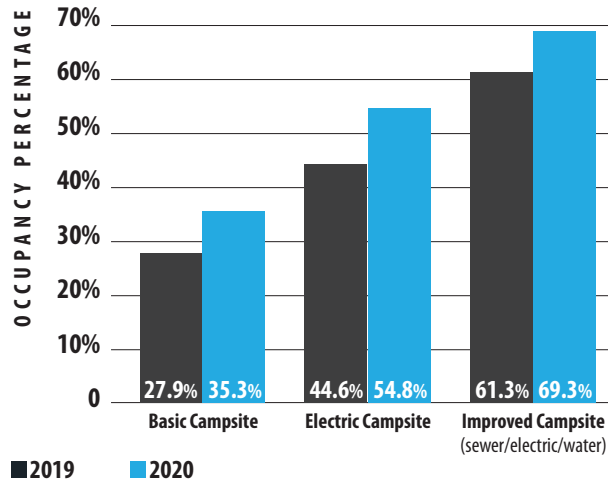
Long Branch State Park features a very popular campground that is experiencing increased use and demand for more amenities, such as 50-amp electric, water and sewer hookups. The proposed campground project involves modifying the existing campground by removing 20 campsites and replacing with 17 newly constructed sites. The 20 campsites are in need of repair and cannot accommodate many of the larger RVs visiting the park. The new sites would offer the amenities of 50-amp electric service, and hook-ups for sewer and water at each site.

The annual revenue is conservatively projected at almost \$52,000 (See Example B). Revenue is estimated using current sewer/electric/water rates and the average occupancy of comparable sewer/electric/water campsites at other state parks. These sites have a life expectancy of approximately 40 years and would cost more than \$2 million (See Example A and C). The project payback would take nearly 39 years. This project is currently on the State Park Maintenance and Repair list. This project is eligible for a Land and Water Conservation Fund grant which would reduce the length of payback.

A. WHY PURSUE THIS PROJECT?

State park visitors continue to request additional campsites and increased campsite amenities. User data shows that campsites with these amenities have the highest occupancy and visitors stay longer. In response to user demand and age of existing infrastructure, the project is expected to be well-received and attractive to park visitors, while providing revenue opportunities to the park.

The graph below reflects percentage of nights occupied by site type. Information is based on sites available on more than 300,000 nights sold and approximately 1 million overnight guests.



B. WHAT IS THE REVENUE THAT WILL BE GENERATED BY THESE IMPROVEMENTS?

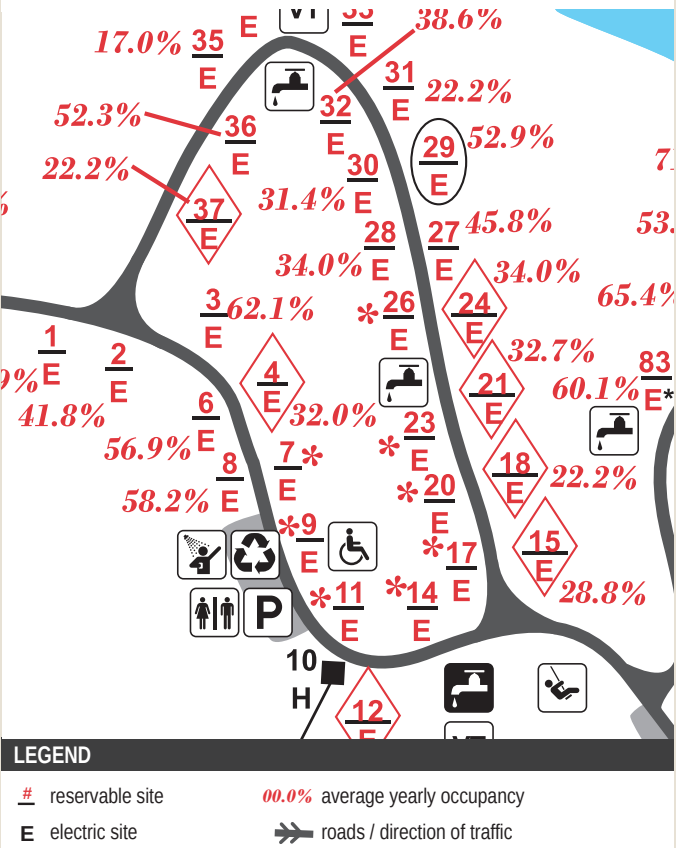
Campsites offering 30 AMP electric service rent for \$23 a night. Renovated campsites offering 50-amp electric service, sewer and water connections will rent for \$37 a night. The increased rate and occupancy will generate more than \$51,800 annually.

CALCULATION FOR APPROXIMATE ADDITIONAL REVENUE

Number of Renovated Campsites	17
Rate Per Night	\$37
Average Annual Revenue Generated	\$83,665
Less Revenue of Existing Sites	(\$31,823)

TOTAL APPROXIMATE REVENUE GENERATED \$51,842

The map below is a portion of Long Branch State Park's campground map, depicting the average percentage of occupancy per site for May through Sept. of 2020.



C. WHAT IS THE COST OF THESE IMPROVEMENTS?

Campground renovation projects with full hookup average \$55,000 per campsite. This includes the total cost of water, sewer, roads and electrical service.

ESTIMATED COSTS TO RENOVATE A CAMPGROUND TO IMPROVED, FULL HOOK-UP SITES

Construct 17 Campsites	\$1,445,000
Site Work	\$160,556
Design and Bidding	\$183,625
15% Contingency	\$216,750

TOTAL PROJECT COST \$2,005,931